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TODAY'S NEWS

Thursday, October 22, 1998, 10:00 a.m. ET.

Sniffer Meets RMON At N+I

By TIM WILSON

Atlanta -- Network Associates this week took steps to merge the industry's most popular LAN analyzer--the Sniffer protocol analyzer--with the industry's dominant remote WAN monitoring technology, RMON.

Network Associates' Net Tools Manager Division, formerly Network General, at N+I here introduced the Total Network Visibility 2.0 suite, a package of software that can perform both LAN and WAN management.

TNV 2.0 includes the Sniffer Distributed Analysis Suite 2.0, which features RMON2 applications-level management technology; Sniffer Pro Portable Analysis Suite 2.0, a network analysis package for LANs and WANs; and Network Informant, a LAN/WAN reporting tool.

"Think of it as a Swiss army knife," said Paul Farr, director of marketing at NAI's Net Tools Manager Division. "It's an all-in-one product at one price, but you can use any tool you need."

The new package, combined with security tools and professional services, could position NAI to compete at some levels with enterprise management vendors such as Computer Associates and Tivoli Systems

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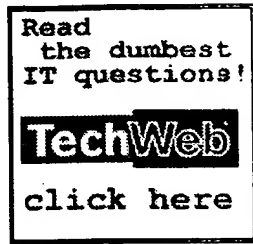
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Inc., Farr said.

"The difference is fast time to benefit--this product comes on a CD-ROM that can be up and running in about 15 minutes," Farr said. "And for a customer that has three or four topologies, we can provide a solution for about \$40,000, where a [Hewlett-Packard] HP OpenView solution might cost \$80,000."

A key component of TNV 2.0, DSS /RMON Pro 2.0, is priced at \$20 per desktop.



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